

Message Text

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ORIGIN OPIC-06

INFO OCT-01 AF-06 ISO-00 EB-07 COME-00 CIAE-00 INR-07

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DRAFTED BY OPIC/F: BMHENDERSON

APPROVED BY EB/IFD/ OIA:RJSMITH

EB/IFD/OIA:DSTEBBING

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P 112209Z MAR 76

FM SECSTATE WASHDC

TO AMCONSUL DOUALA PRIORITY

AMEMBASSY YAOUNDE PRIORITY

INFO AMEMBASSY ACCRA PRIORITY

AMEMBASSY ABIDJAN PRIORITY

AMEMBASSY LAGOS PRIORITY

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E.O. 11652: N/A

TAGS: EFIN

SUBJECT: WESTAM ARRANGEMENTS

REFS: (A) DOUALA 138; (B) YAOUNDE 847

1. MESSAGE IN REFTEL (A) RELAYED TO WILLIAM BIRD AS REQUESTED. MISSION DOES NOT WANT SUITE IN DOUALA. MOHUN TRAVEL HAS FORWARDED A DEPOSIT DIRECTLY TO THE HOTEL AND REQUESTED 20 ROOMS. NO OTHER ADJUSTMENTS TO WESTAM HOTEL ARRANGEMENTS SHOULD BE MADE UNTIL ARRIVAL OF OPIC ADVANCE MAN BANKS ON MARCH 24. DETAILS FOLLOW SEPTTEL.

2. BUS ARRANGEMENTS TO HOTEL IN DOUALA SOUND FINE IF IT IS DEPENDABLE. NEED FOR CAMVOYAGES BUS SHOULD BE DETERMINED BY OPIC OFFICER BANKS AND CONSUL BASED ON FINAL SCHEDULE IN DOUALA.

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3. OPIC ALSO SINCERELY REGRETS LACK OF TIMBER INDUSTRY REPRESENTATION IN MISSION NOTED REF(B). THIS IS NOT FOR LACK OF EFFORT OPIC'S PART; FOLLOWING LETTER INVITATIONS WE PERSONALLY CONTACTED OVER 25 EXECUTIVES OF COMPANIES IN INDUSTRY, BANK OF AMERICA AND CHASE CONTACTED THEIR CUSTOMERS AND EXECUTIVE VICE PRESIDENT OF TRADE ASSOCIATION AMERICAN PAPER INSTITUTE (API) PERSONALLY CONTACTED 15 EXECUTIVES TO TRY TO INTEREST MAJORS AND NOT-SO-MAJORS IN

WEST AFRICA. LACK OF PARTICIPATION APPEARS TO BE DUE TO SLUMP IN U.S. INDUSTRY CAUSING REINFORCEMENT OF CONSERVATIVE OUTLOOK OF INDUSTRY AWAY FROM FOREIGN INVESTMENT AND HEAVY COMMITMENT OF SEVERAL OF THE COMPANIES IN SOUTHEAST ASIA. BEST WE CAN DO IS BRING GOVERNMENT PROJECTS AND INCENTIVES TO ATTENTION OF U.S. INDUSTRY AFTER MISSION IS COMPLETED. OPIC OFFICER BANKS WILL FOLLOW-UP THIS ASPECT WITH EMBASSY AND CONSUL. API NOW INTERESTED IN OUR EFFORTS AND WILL ASSIST IN BRINGING OPPORTUNITIES TO ATTENTION OF INDUSTRY.

4. SITUATION SIMILAR WITH TEXTILE INDUSTRY. ANNUAL MEETING OF AMERICAN TEXTILE MANUFACTURERS ASSOCIATION BEING

HELD SAME TIME AS MISSION AND COMPANIES SHOWED LITTLE INTEREST IN LDC INVESTMENT OR EVEN LOOK SEE AT THIS TIME.

5. PER REF(B) TIFFANY WILL NOT HAVE ANOTHER REP. AVI MANUFACTURING AND CLINTON ELECTRONICS WOULD BE INTERESTED IN SEEING PROJECTS SHOWING LABOR PRODUCTIVITY, FACTORY CONDITIONS, MARKET FOR INDUSTRIAL AND CONSUMER MECHANICAL AND ELECTRICAL GOODS. WE SEE THEM IN NON-AGRIBUSINESS GROUPING WITH DANA CORP. INGERSOLL

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